

ANNUAL  
REPORT  
1983

---

# CONTENTS

---

	Page
Financial Highlights .....	1
Letter to Shareholders .....	2
Perspective .....	4
Wal-Mart Store Locations .....	9
Management's Discussion and Analysis .....	10
Ten-Year Financial Summary .....	12
Consolidated Financial Statements .....	14
Notes to Consolidated Financial Statements .....	18
Report of Certified Public Accountants .....	23
Responsibility for Financial Statements .....	23
Directors and Officers .....	24
Corporate Information .....	25

# FINANCIAL HIGHLIGHTS

## Five-Year Financial Review

(Dollar amounts in thousands except per share data)

	Fiscal years ended January 31,				
	1983	1982	1981	1980	1979
Number of stores in operation at the end of the year .....	<u>551</u>	<u>491</u>	<u>330</u>	<u>276</u>	<u>229</u>
Net sales .....	<b>\$3,376,252</b>	<b>\$2,444,997</b>	<b>\$1,643,199</b>	<b>\$1,248,176</b>	<b>\$ 900,298</b>
Income before					
Income taxes .....	<b>224,556</b>	<b>148,737</b>	<b>99,279</b>	<b>74,288</b>	<b>56,772</b>
Net income .....	<b>124,140</b>	<b>82,794</b>	<b>55,682</b>	<b>41,151</b>	<b>29,447</b>
Net income per share:					
Primary .....	<b>1.82</b>	<b>1.25*</b>	<b>.86*</b>	<b>.67*</b>	<b>.48*</b>
Fully diluted .....	<b>1.82</b>	<b>1.25*</b>	<b>.86*</b>	<b>.67*</b>	<b>.48*</b>
Current assets .....	<b>720,537</b>	<b>589,161</b>	<b>345,204</b>	<b>266,617</b>	<b>191,860</b>
Current liabilities .....	<b>347,318</b>	<b>339,961</b>	<b>177,601</b>	<b>170,221</b>	<b>98,868</b>
Working capital .....	<b>373,219</b>	<b>249,200</b>	<b>167,603</b>	<b>96,396</b>	<b>92,992</b>
Current ratio .....	<b>2.07</b>	<b>1.73</b>	<b>1.94</b>	<b>1.57</b>	<b>1.94</b>
Common shareholders' equity .....	<b>488,109</b>	<b>323,942</b>	<b>248,309</b>	<b>164,844</b>	<b>127,476</b>
Common stock outstanding at January 31 .....	<b>67,211,544</b>	<b>64,839,912*</b>	<b>64,684,890*</b>	<b>60,485,044*</b>	<b>60,317,532*</b>

\*Adjusted to reflect the 100% stock dividend paid July 9, 1982, to holders of Wal-Mart common stock.



Sam M. Walton  
Chairman of the Board

Jack Shewmaker  
President

## TO OUR SHAREHOLDERS:

We celebrated our Company's Twentieth Anniversary throughout the month of October 1982. Each store and all support divisions developed their schedules of innovative events and activities. The month-long celebration contributed to excellent sales and profits, with momentum continuing through December and into January. Never before in our history has associate involvement, participation and enthusiasm been greater.

Fiscal 1983 was a very successful year for Wal-Mart Stores, Inc. Sales increased 38% from \$2.445 billion to \$3.376 billion. Net income increased 50% to \$124.1 million from \$82.8 million a year earlier. Fully diluted net income per share was \$1.82, up from \$1.25 in the prior year.

Our financial position benefited from consistent profit generation and from additional equity obtained from the public offering and sale of two million shares of common stock on July 28, 1982. At year end, our inventory levels were up only 13% from a year earlier. This compares to a 16% increase in total retail space and to our overall sales increase of 38%. Further, the overall balance in our year-end inventories bodes well for a favorable start into fiscal 1984.

We approached fiscal 1983 with genuine concern about a weak national economy. In much of our marketing area, unemployment exceeded national levels, yet even the stores in these areas experienced sales increases and responded favorably to our low,

everyday pricing of good-quality merchandise. It appears we successfully increased market share in many of our trade areas.

During 1982 we completed 159 major store projects, which included refurbishing and repositioning 66 of our acquisition stores (August 11, 1981) as Wal-Mart prototypes. This expensive and time-consuming process was virtually completed by mid-year. We began the year with 23,921,000 retail square feet. The closing of six of our older, less productive stores reduced our square footage by 167,000 square feet, but the addition of 66 new stores and expansion and relocation of 14 existing stores resulted in a net addition of 3,807,000 retail square feet, bringing the year-end retail square footage to 27,728,000.

Perhaps our most significant accomplishment was an 11% sales increase in comparable stores, which followed a 15% increase in the preceding year. These percentages exclude increases by the acquisition stores. In addition, sales in comparable stores per gross square foot advanced to \$145 from \$133 in the preceding year.

Construction was completed on our newest all-purpose distribution facility in Cullman, Alabama, and partial operations began in December 1982. This facility serves as a full-line distribution center similar to existing facilities in Bentonville and Searcy, Arkansas, and Palestine, Texas. Additionally, it provides a secondary processing center for apparel and for the warehousing and distribution of specialty products in sporting goods, hobbies and crafts. This full-service facility will become fully operational by summer of 1983 and will complement our new store expansions to the South and Southeast.

The sales and profitability of our Special Divisions (Jewelry, Shoes, Pharmacy and Automotive Centers) continue to show strong year-to-year gains. Agreement was reached to acquire 30 jewelry departments previously operated as leased departments in Wal-Mart stores from Cash Jewelers, Inc., of Springdale, Arkansas. During the year we added 58 Company-owned shoe departments, 131 Company-owned jewelry departments, 20 Company-owned pharmacies and 20 Company-owned automotive centers. These Special Divisions continue to report above-average sales gains and increasingly contribute to our corporate profitability and to our image as a full-service store.

Considerable progress was made in our people-supportive systems and communication processes. The in-store, backroom computers were upgraded to greater capacity with lower operating expenses. Further, successful tests were conducted on point-of-sale electronic scanning systems, and, after three years of work, our merchandising function was adapted to electronic purchase order management. We continue to search for improved means of supporting our people in their roles as merchants and managers.

We expect the economic environment in this new year to improve for most of our customers. The reduction in interest and inflation rates is encouraging; however, the persistent, high unemployment rates and the general uncertainty about the future continue to be major problems. We are heartened by this new year's early sales results, which continue to show good improvement. Our long-standing philosophy of offering excellent values through everyday low prices is being strongly reinforced. Our plan requires us to maintain a close watch over expense and inventory levels. We believe these measures, coupled with our financial and management strengths, will guide us through this challenging period.

Our store expansion and renovation program is proceeding on plan. We expect to open 80-85 new Wal-Mart stores during fiscal 1984. Our program of expanding and remodeling our older units will include about 35 stores this year. Recognizing the ever-changing retail environment, we also plan to test a new discount store vehicle in the form of a membership wholesale club. Our program of testing new concepts in our Wal-Mart stores will continue.

Our special relationship with our loyal customers and our suppliers, who have joined with us as partners, causes us to be excited about our future, and we believe the long-term prospects for Wal-Mart Stores, Inc., have never been brighter. With the successful integration of the former Big K stores into Wal-Mart's operation, with the recent start-up of additional all-purpose distribution capacity and with proven management talent, our Company is well-positioned to achieve our goals.

Our 46,000 associates worked together to make this past year our most successful year ever. We thank each and every one of these business partners and, again, call upon their best efforts to produce our planned sales for this year of \$4.25 billion, an expected increase of almost \$900 million over last year. Certainly, the continuing support and encouragement from our shareholders is appreciated.

Respectfully,



Sam M. Walton  
Chairman of the Board and  
Chief Executive Officer

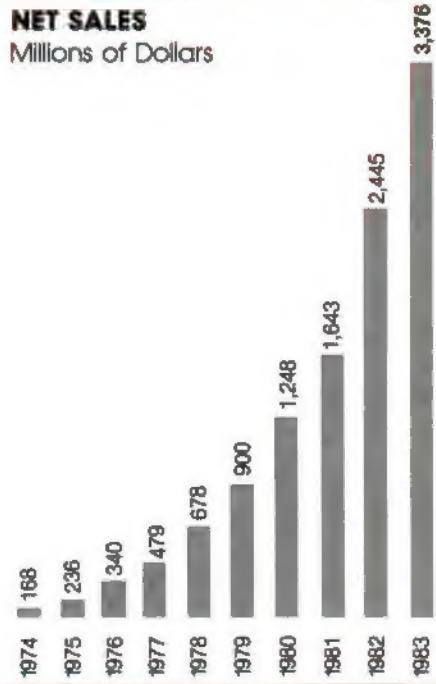


Jack Shewmaker  
President and  
Chief Operating Officer

# PERSPECTIVE

Wal-Mart takes pride in its growth and achievements throughout the 20 years since the opening of the first Wal-Mart Discount City. During that period the Company has never altered its original business philosophies of low everyday prices and guaranteed customer satisfaction. In 1945, Sam Walton opened his first variety store, under the Ben Franklin franchise, in Newport, Arkansas. A year later, Mr. Walton was joined by his brother, J. L. (Bud) Walton, who opened a similar store in Versailles, Missouri. The brothers assembled a group of 15 Ben Franklin Stores between 1946 and 1962, and subsequently developed the concept of larger discount department stores in smaller communities. This concept led to the opening of the first Wal-Mart Discount City in Rogers, Arkansas in 1962.

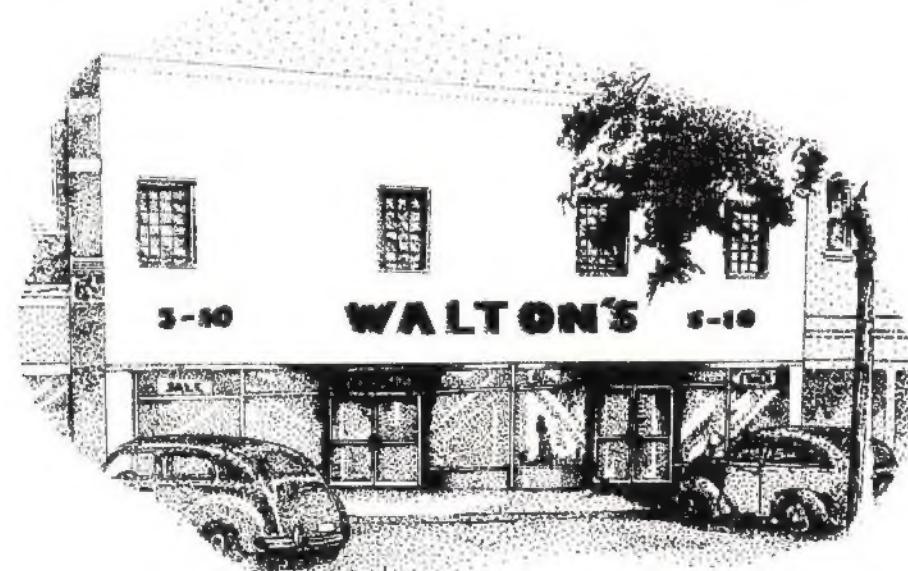
During this early period of Wal-Mart, the Company developed, and today remains dedicated to, a philosophy of continuing, controlled, profitable growth. By 1970, when the first public sale of Wal-Mart stock occurred, the Company was operating 25 Wal-Mart stores. One hundred stores were added in the next five years, and 205 additional stores were in operation by the end of



1980. As of January 31, 1983, 551 Wal-Mart stores were operating in a 15-state area (see map on page 9). This aggressive store opening program results from a well-defined strategy to dominate market areas and then to expand gradually into adjoining markets. Generally, store sites fitting within this strategy, are selected by a staff of in-house real

estate managers. Following approval by a real estate committee consisting of senior management members, the store size is determined and the construction department contracts for the building construction. The store planning department plans required fixtures, departmental adjacencies and merchandise presentation. Immediately following completion of construction (about four months after groundbreaking) the store planning department takes possession of the store to supervise the setting and assembly of fixtures and to receive and stock merchandise in accordance with a detailed planogram. Also, a management staff, consisting of a store manager and at least two assistants, who have completed Wal-Mart store management training programs, are assigned to operate the new store.

Simultaneously, field personnel begin the hiring of local townspeople to fill all remaining positions within the store. Approximately one month after construction is completed, the new Wal-Mart associates have been trained, the merchandise is stocked and the store is ready for Grand Opening. Following spirited opening ceremonies, the doors are opened, offering a wide assortment



a 1940's forerunner of today's Wal-Mart stores



of quality merchandise at low everyday retail prices to satisfy most of the clothing, home, recreational and basic needs of the families in this new store community. Regardless of store size, customers will find 36 full-line merchandise departments. Nationally advertised merchandise accounts for the majority of sales throughout the store while private label goods are offered only where they provide exceptional value. Wal-Mart strives to offer conveniences for its customers, ranging from extended shopping hours to free parking, speedy checkout lanes, layaway purchase plans, Master Charge and VISA charge services and customer check-cashing courtesy cards. The Company endeavors to increase consumer confidence with efficiently operated service desks where refunds, exchanges, rain checks and complaints are handled quickly to ensure a policy of "guaranteed customer satisfaction."

Stores range in size, generally from 30,000 to 80,000 square feet of building area, with the average unit covering 50,000 square feet. The Company's stores are located primarily in towns having popula-



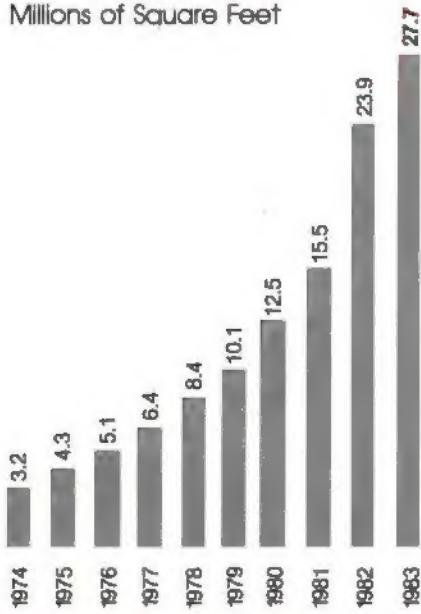
tions of 5,000 to 25,000, although an increasing number of stores are located in and around the metropolitan areas within the chain's regional trade territory. The trading market for most stores covers large rural areas, and Wal-Mart stores are designed to be one-stop shopping centers.

The Company's profitable growth has been recognized during the past 20 years by many business and trade publications. Most recently, "Dun's Business Month" singled out Wal-Mart Stores, Inc. as one of the five best-managed companies in American Industry in 1982. Also, "Forbes" magazine in its 35th Annual Report on American Industry ranked Wal-Mart first among all general retailers (including department stores, discount and variety stores) in the four reported measurements of profitability and growth, which include five-year averages for return on equity, return on total capital, sales growth and growth in earnings per share.

The Company's most important assets are not listed on the accompanying financial statements. Our

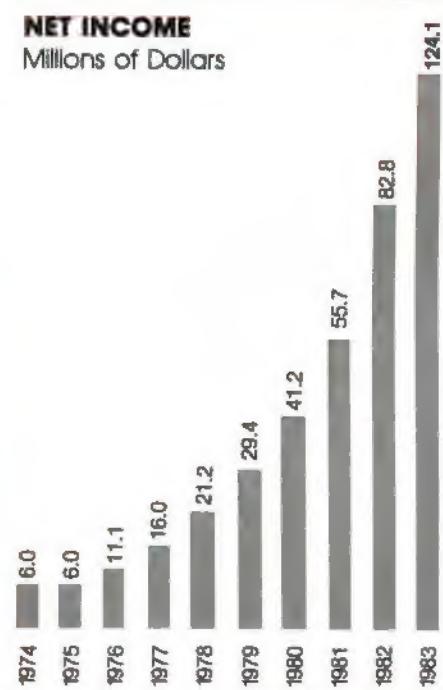
#### **TOTAL SQUARE FOOTAGE—STORES**

Millions of Square Feet



#### **NET INCOME**

Millions of Dollars





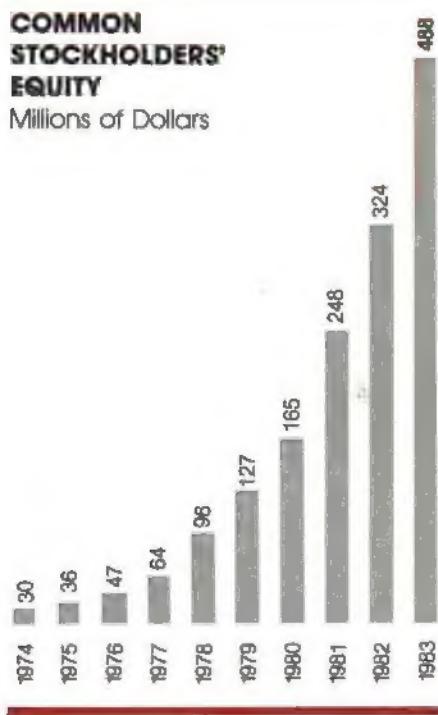
customers and suppliers will find them working in our stores, distribution facilities and offices. Approximately 46,000 full- and part-time Wal-Mart associates have the responsibility of meeting the needs of our millions of customers. In discharging this responsibility, each associate must be knowledgeable about events throughout the Company. This is accomplished through training programs, an in-house



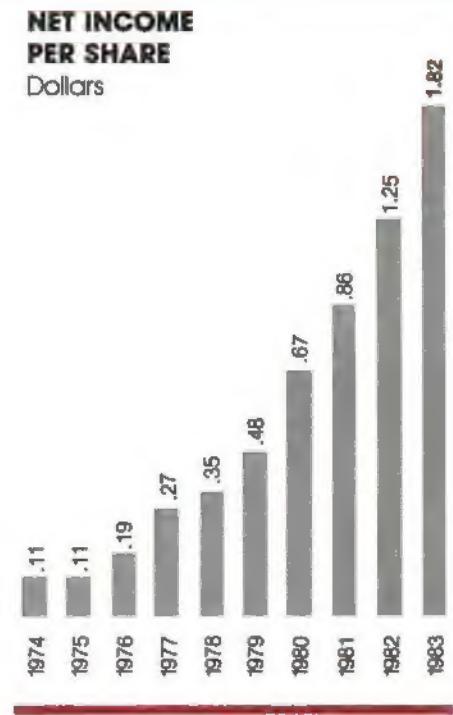
considered equal in importance to the Company's successful operation; every customer shall be treated fairly and courteously; each goal set by the Company shall be predicated on its responsibility to offer the highest quality merchandise at the lowest possible price and no short-term strategy shall be pursued unless it enhances the long-term strength and profitability of the Company."



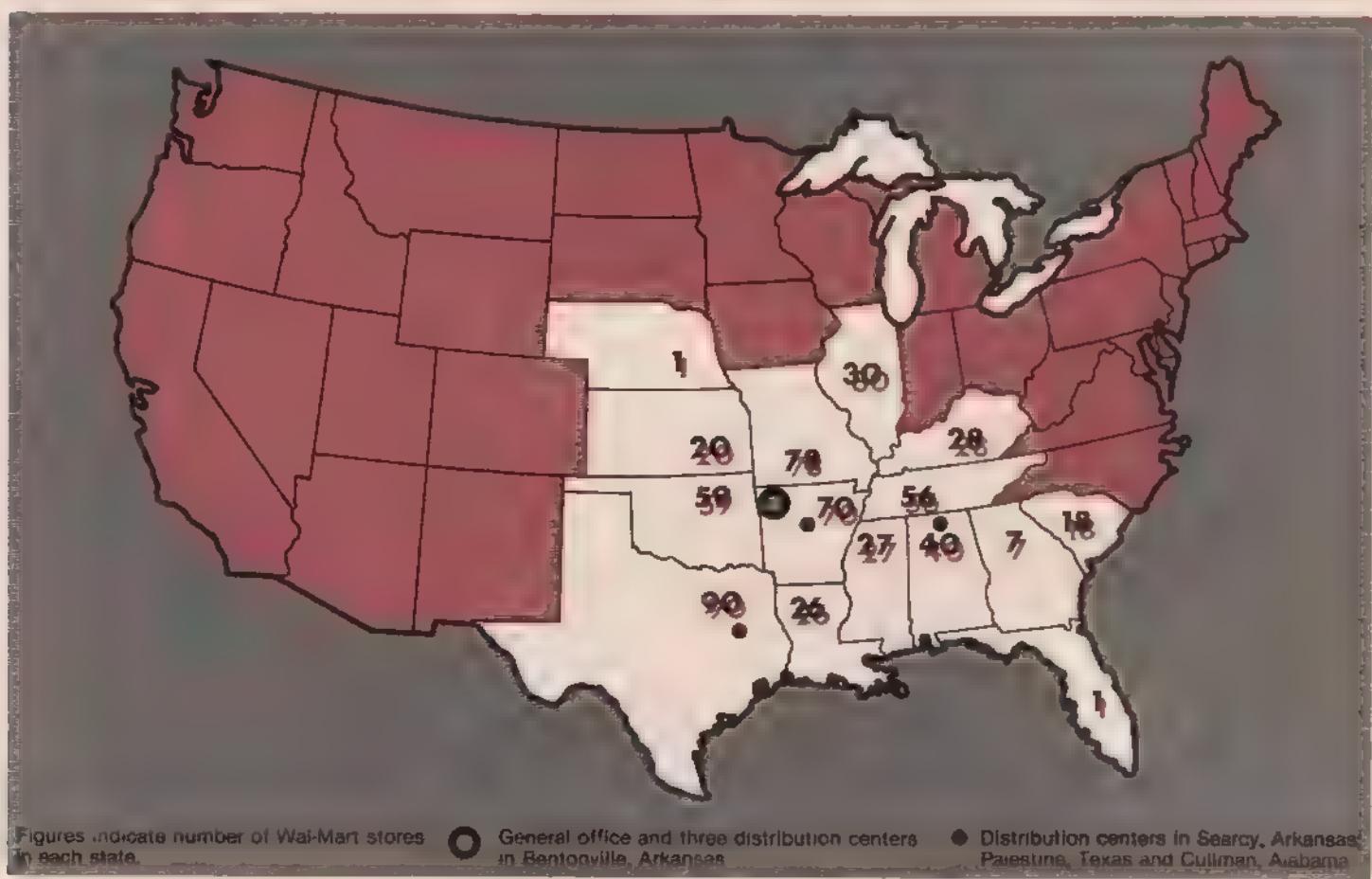
newspaper and many programs designed to communicate and recognize individual accomplishments. Also, associates are made partners in the business through participation in a Profit Sharing Plan, and all full-time associates can elect to purchase Company stock through payroll withholding with partially matching funds from the Company. Approximately one-third of all associates participate in the Stock Purchase Plan. The Company takes great pride in the partnership formed by all our associates.



Today, Wal-Mart's management constantly strives for improvement in its merchandising and operating methods through innovative and thoughtful experimentation, but it holds fast to the people-oriented philosophy and retailing practices its founders believe to be fundamental: "All associates shall be



# 551 WAL-MART STORES



## Distribution services

Integral to the operation of the Wal-Mart stores, and to the Company's ability to offer excellent values to its customers, is a network of six distribution centers through which about 82% of the merchandise sold in the stores is

processed. Merchandise flows from the manufacturer to the Company's distribution facilities via a trucking network, including Company-owned trucks. Mechanized distribution facilities efficiently sort the large quantities received into outbound

shipments to each store. Deliveries are made on Wal-Mart trucks which backhaul inbound merchandise to the distribution centers, eliminating as many miles traveled with empty trailers as possible.

## Market Price of Common Stock\*

Quarter	Fiscal years ended January 31,			
	1983		1982	
	High	Low	High	Low
April 30	\$26.50	\$19.94	\$19.50	\$14.13
July 31	28.88	24.06	19.75	17.25
October 31	40.13	25.00	20.00	16.50
January 31	53.75	39.50	21.94	19.25

## Dividends Paid Per Share of Common Stock\*

	Fiscal years ended January 31,			
	1983		1982	
	Quarterly	Quarterly	Quarterly	Quarterly
April 9	\$ .045		April 10	\$ .0325
July 9	.045		July 9	.0325
October 5	.045		October 5	.0325
January 4	.045		January 5	.0325

\* Per share data prior to July 9, 1982, have been adjusted to reflect the 100% common stock dividend paid on that date.

\* Per share data prior to July 9, 1982, have been adjusted to reflect the 100% common stock dividend paid on that date.

# Management's Discussion and Analysis

## Fiscal years ended January 31, 1983, 1982 and 1981

### Results of operations

Sales for the three years and the respective total and comparable store percentage sales increases over the prior year were:

Fiscal years ended January 31,	Sales	Total company percent Increases	Comparable stores percent Increases
1983	\$3,376,252,000	38%	11%
1982	2,444,997,000	49	15
1981	1,643,199,000	32	12

Sales increases were due primarily to the improved productivity of comparable stores, the contributions of new stores (66 opened in fiscal 1983, 69 in 1982 and 54 in 1981), the acquisition in August 1981 of the 92-store Kuhn's-Big K Stores Corp. and inflation (estimated at approximately 3% in fiscal 1983, 5% in 1982 and 7% in 1981). The impact

of inflation and changing prices on results of operations is presented in Note 10 of Notes to Consolidated Financial Statements.

The consistency of operating results is demonstrated in the following table, which reports revenues (other than sales) and costs as percentages of sales:

	Fiscal years ended January 31,		
	1983	1982	1981
Revenues (other than sales)	.7%	.7%	.7%
Cost of sales	72.8	73.1	73.5
Operating, selling and general and administrative expenses	20.1	20.2	20.2
Interest costs	1.1	1.3	1.0
Provision for income taxes	3.0	2.7	2.6
Net income	3.7	3.4	3.4

Cost of sales, expressed as a percentage of sales, decreased in each of the three years, principally the result of declining inflation as reflected through the Company's LIFO provision. The LIFO charge to cost of sales, expressed as a percentage of sales, was .5% in fiscal 1983, 1.0% in 1982 and 1.5% in 1981. The decline in the LIFO adjustment was partially offset by an increased rate of shrinkage and markdowns in comparing fiscal 1983 with 1982.

Improved productivity and expense consciousness throughout the Company reduced operating, selling and general and administrative expenses, as a percentage of sales, by .1% during fiscal 1983. Expense control programs contained expenses at a 20.2% rate during the preceding two years.

Interest costs related to debt declined by .1% of sales during fiscal 1983 and increased by .3% of sales in 1982. The decline in 1983 results primarily from a reduction in the weighted average interest rate on short-term borrowings as compared with 1982. The increase in 1982 over 1981 reflects higher long-and short-term borrowings coupled with higher interest rates. See Note 4 of Notes to Consolidated Financial Statements for additional information on interest and debt. The portion of interest costs attributable to capital leases has declined slightly as a percentage of sales during the three-year period.

The effective tax rate was 44.7% in fiscal 1983, 44.3% in 1982, and 43.9% in 1981. The increasing rate during the past two years is primarily the result of a lower level of tax

credits as a percentage of taxable income.

### Liquidity and capital resources

#### Fiscal 1983

Funds from current operations, \$169,816,000 in fiscal 1983, are the Company's primary source of liquidity. These funds are used primarily to finance capital expenditures and, to a lesser extent, to pay dividends and provide general working capital. Because of the seasonal buildups in merchandise inventories and the interim financing requirements for store properties developed under sale/leaseback arrangements, the Company maintains lines of credit for short-term borrowings. At January 31, 1983, Wal-Mart had access to \$305 million of unused short-term bank borrowings plus an additional \$150 million credit line to support the issuance of commercial paper.

Wal-Mart opened 66 new stores and one distribution facility during fiscal 1983. The Company finances these properties through sale/leaseback arrangements, industrial development bonds (either through lease or secured loan transactions) or leases from real estate developers. Capital expenditures of \$85.6 million, excluding leased properties, were incurred in fiscal 1983 and were financed through a combination of internally generated funds and proceeds from a common stock offering. In keeping with the Company's objectives of maintaining a strong financial position, a public offering of two million shares of common stock was made on July 28, 1982, at \$25.25 per share. The net proceeds of \$49.2 million were used to repay short-term borrowings, finance capital expenditures and supplement general working capital.

The Company's profit performance coupled with the proceeds from the stock offering served to reduce the debt (including obligations under capital leases)-to-equity ratio from

.80:1 at the end of fiscal 1982 to .67:1 at the end of fiscal 1983.

Capital expenditures planned for fiscal 1984, excluding leased properties, are approximately \$80 million. These expenditures for fixtures, equipment, leasehold improvements and store expansions will be financed primarily from internally generated funds. In addition, the Company plans to open 80-85 new stores in fiscal 1984, which will be leased through sale/leaseback arrangements, industrial development bonds or real estate developers and will require approximately \$120 million in lease financing.

The Company's Board of Directors has increased the cash dividend on common stock, for the first quarter of fiscal 1984, to 7.0 cents per share from 4.5 cents.

#### Fiscal 1982

Funds generated from operations were \$115,187,000, and proceeds from the sale of a \$60-million convertible subordinated debenture offering were realized in December 1981. The Company had access to \$187 million in unused lines of credit for short-term bank borrowings and an additional \$42 million credit line to support the issuance of commercial paper at January 31, 1982.

Additions to property, plant and equipment totaled \$83.7 million, excluding leased store properties, and were financed through a combination of internally-generated funds and proceeds from the sale of a \$60-million convertible subordinated debenture offering. The debt-to-equity ratio increased in fiscal 1982 to .80:1 from .66:1 at the end of the preceding year.

# Ten-Year Financial Summary

Wal-Mart Stores, Inc. and Subsidiaries  
(Dollar amounts in thousands except per share data)

<b>EARNINGS</b>	<b>1983</b>	<b>1982</b>
Net sales .....	\$3,376,252	\$2,444,997
Licensed department rentals and other income - net .....	22,435	17,650
Cost of sales .....	2,458,235	1,787,496
Operating, selling and general and administrative expenses .....	677,029	495,010
Interest costs:		
Debt .....	20,297	16,053
Capital leases .....	18,570	15,351
Taxes on income .....	100,416	65,943
Net income .....	124,140	82,794
Per share of common stock:		
Net income		
Primary* .....	1.82	1.25
Fully diluted* .....	1.82	1.25
Dividends* .....	.18	.13
Stores in operation at the end of the period .....	551	491
<b>FINANCIAL POSITION</b>		
Current assets .....	\$ 720,537	\$ 589,161
Net property, plant, equipment and capital leases .....	457,509	333,026
Total assets .....	1,187,448	937,513
Current liabilities .....	347,318	339,961
Long-term debt .....	106,465	104,581
Long-term obligations under capital leases .....	222,610	154,196
Preferred stock with mandatory redemption provisions .....	6,861	7,438
Common stockholders' equity .....	488,109	323,942
<b>FINANCIAL RATIOS</b>		
Current ratio .....	2.1	1.7
Inventories/working capital .....	1.5	2.0
Return on assets*** .....	13.2	14.0
Return on stockholders' equity*** .....	38.3	33.3

\* All per share data prior to 1983 have been adjusted to reflect the 100% stock dividend paid July 9, 1982, to holders of Wal-Mart common stock.

\*\* The Company adopted the LIFO method of costing inventories in 1975, which resulted in a reduction in net income of \$2,347,000, or \$.045 per share.

\*\*\*On beginning of year balances.

1981	1980	1979	1978	1977	1976	1975	1974
\$1,643,199	\$1,248,176	\$ 900,298	\$ 678,456	\$ 478,807	\$ 340,331	\$ 236,209	\$ 167,561
12,063	10,092	9,615	7,767	5,393	3,803	2,478	1,805
1,207,802	919,305	661,062	503,825	352,669	251,473	176,591	123,339
331,524	251,616	182,365	134,718	95,488	66,427	46,618	32,206
5,808	4,438	3,119	2,068	1,680	1,758	1,800	1,099
10,849	8,621	6,595	4,765	3,506	2,419	2,157	1,234
43,597	33,137	27,325	19,656	14,818	10,925	5,526	5,534
55,682	41,151	29,447	21,191	16,039	11,132	5,995**	5,954
.86	.67	.48	.37	.29	.20	.11**	\$.11
.86	.67	.48	.35	.27	.19	.11**	.11
.10	.075	.055	.04	.021	.016	.013	.007
330	276	229	195	153	125	104	78
\$ 345,204	\$ 266,617	\$ 191,860	\$ 150,986	\$ 99,493	\$ 76,070	\$ 55,860	\$ 45,254
245,942	190,562	131,403	100,550	68,134	48,744	43,409	30,677
592,345	457,879	324,666	251,865	168,201	125,347	99,473	76,126
177,601	170,221	98,868	74,891	43,289	33,953	27,076	18,748
30,184	24,862	25,965	21,489	19,158	17,531	11,132	10,578
134,896	97,212	72,357	59,003	41,190	26,534	25,069	16,410
—	—	—	—	—	—	—	—
248,309	164,844	127,476	96,482	64,417	47,195	36,050	30,207
1.9	1.6	1.9	2.0	2.3	2.2	2.1	2.4
1.7	2.4	1.9	1.8	1.6	1.5	1.8	1.6
12.2	12.7	11.7	12.6	12.8	11.2	7.9	10.6
33.8	32.3	30.5	32.9	34.0	30.9	19.8	24.4

# Consolidated Statements of Income

Wal-Mart Stores, Inc. and Subsidiaries  
(Dollar amounts in thousands except per share data)

	Fiscal years ended January 31,		
	<u>1983</u>	<u>1982</u>	<u>1981</u>
<b>Number of stores in operation at the end of the year .....</b>	<u>551</u>	<u>491</u>	<u>330</u>
<b>Revenues:</b>			
Net sales .....	\$3,376,252	\$2,444,997	\$1,643,199
Rentals from licensed departments .....	7,335	4,986	5,331
Other income - net .....	<u>15,100</u>	<u>12,664</u>	<u>6,732</u>
	<u>3,398,687</u>	<u>2,462,647</u>	<u>1,655,262</u>
<b>Costs and expenses:</b>			
Cost of sales .....	2,458,235	1,787,496	1,207,802
Operating, selling and general and administrative expenses .....	677,029	495,010	331,524
Interest costs:			
Debt .....	20,297	16,053	5,808
Capital leases .....	<u>18,570</u>	<u>15,351</u>	<u>10,849</u>
	<u>3,174,131</u>	<u>2,313,910</u>	<u>1,555,983</u>
<b>Income before income taxes .....</b>	<b>224,556</b>	<b>148,737</b>	<b>99,279</b>
<b>Provision for federal and state income taxes:</b>			
Current .....	86,752	56,923	42,982
Deferred .....	<u>13,664</u>	<u>9,020</u>	<u>615</u>
	<u>100,416</u>	<u>65,943</u>	<u>43,597</u>
<b>Net income .....</b>	<b><u>\$ 124,140</u></b>	<b><u>\$ 82,794</u></b>	<b><u>\$ 55,682</u></b>
<b>Net income per share:</b>			
Primary and fully diluted .....	\$ 1.82	\$ 1.25*	\$ .86*

\*Adjusted to reflect the 100% common stock dividend paid on July 9, 1982.

See accompanying notes.

# Consolidated Balance Sheets

Wal-Mart Stores, Inc. and Subsidiaries  
(Dollar amounts in thousands)

## ASSETS

	<u>January 31,</u>	
	1983	1982
<b>Current assets:</b>		
Cash	\$ 8,265	\$ 8,115
Short-term money market investments	25,017	1,053
Receivables	33,496	16,979
Recoverable costs from sale/leaseback	93,658	67,214
Inventories	555,702	490,573
Prepaid expenses	4,399	5,227
<b>TOTAL CURRENT ASSETS</b>	<b>720,537</b>	<b>589,161</b>
<b>Property, plant and equipment, at cost:</b>		
Land	16,825	12,520
Buildings and improvements	102,765	79,584
Fixtures and equipment	178,712	131,537
Transportation equipment	23,381	21,562
	321,483	245,203
Less accumulated depreciation	71,330	50,306
Net property, plant and equipment	250,153	194,897
Property under capital leases	246,045	168,712
Less accumulated amortization	38,889	30,583
Net property under capital leases	207,356	138,129
<b>Other assets and deferred charges</b>	<b>9,402</b>	<b>15,326</b>
<b>Total assets</b>	<b>\$1,187,448</b>	<b>\$937,513</b>

## LIABILITIES AND STOCKHOLDERS' EQUITY

<b>Current liabilities:</b>		
Notes payable	\$ —	\$ 55,469
Accounts payable	205,027	188,886
Accrued liabilities:		
Salaries	20,010	19,739
Taxes, other than income	18,398	13,756
Other	47,401	38,395
Accrued federal and state income taxes	44,202	13,707
Long-term debt due within one year	7,680	6,368
Obligations under capital leases due within one year	4,600	3,641
<b>TOTAL CURRENT LIABILITIES</b>	<b>347,318</b>	<b>339,961</b>
<b>Long-term debt</b>	<b>106,465</b>	<b>104,581</b>
<b>Long-term obligations under capital leases</b>	<b>222,610</b>	<b>154,196</b>
Deferred income taxes	16,085	7,395
Preferred stock with mandatory redemption provisions	6,861	7,438
<b>Common stockholders' equity:</b>		
Common stock	6,721	3,242
Capital in excess of par value	118,034	68,912
Retained earnings	363,354	251,788
<b>TOTAL COMMON STOCKHOLDERS' EQUITY</b>	<b>488,109</b>	<b>323,942</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$1,187,448</b>	<b>\$937,513</b>

# Consolidated Statements of Common Stockholders' Equity

Wal-Mart Stores, Inc. and Subsidiaries  
(Amounts in thousands)

	Number of shares	Common stock	Capital in excess of par value	Retained earnings	Total
<b>Balance - January 31, 1980</b>	<b>15,121</b>	<b>\$1,512</b>	<b>\$35,064</b>	<b>\$128,268</b>	<b>\$164,844</b>
Net income				55,682	55,682
Cash dividends (\$.10 per share*)				(6,356)	(6,356)
Sale of common stock	1,000	100	32,739		32,839
Exercise of stock options	29	3	256		259
100% stock dividend	16,150	1,615	(1,615)		—
Exercise of stock options	42	4	73		77
Tax benefit from stock options			964		964
<b>Balance - January 31, 1981</b>	<b>32,342</b>	<b>3,234</b>	<b>67,481</b>	<b>177,594</b>	<b>248,309</b>
Net income				82,794	82,794
Cash dividends:					
Common stock (\$.13 per share*)				(8,418)	(8,418)
Preferred stock (\$.44 per share)				(131)	(131)
Accretion of preferred stock					
redemption premium				(51)	(51)
Exercise of stock options	76	7	144		151
Tax benefit from stock options			1,208		1,208
Conversion of preferred stock	2	1	79		80
<b>Balance - January 31, 1982</b>	<b>32,420</b>	<b>3,242</b>	<b>68,912</b>	<b>251,788</b>	<b>323,942</b>
Net income				124,140	124,140
Cash dividends:					
Common stock (\$.18 per share*)				(11,884)	(11,884)
Preferred stock (\$2.00 per share)				(592)	(592)
Accretion of preferred stock					
redemption premium				(98)	(98)
Exercise of stock options	50	8	162		170
Conversion of preferred stock			7		7
100% common stock dividend	32,500	3,250	(3,250)		—
Sale of common stock	2,000	200	49,008		49,208
Exercise of stock options	177	18	610		628
Tax benefit from stock options			1,807		1,807
Conversion of preferred stock	30	3	663		666
Conversion of convertible subordinated debentures	4		115		115
<b>Balance - January 31, 1983</b>	<b>67,211</b>	<b>\$6,721</b>	<b>\$118,034</b>	<b>\$363,354</b>	<b>\$488,109</b>

\*Cash dividends on common stock prior to July 9, 1982, have been adjusted to reflect the 100% common stock dividend paid on that date.

See accompanying notes.

# Consolidated Statements of Changes in Financial Position

Wal-Mart Stores, Inc. and Subsidiaries  
(Dollar amounts in thousands)

	Fiscal years ended January 31,		
	1983	1982	1981
<b>Source of funds:</b>			
Current operations:			
Net income .....	\$ 124,140	\$ 82,794	\$ 55,682
Items not affecting working capital in current period:			
Depreciation and amortization .....	36,986	26,353	17,976
Deferred income taxes .....	8,690	6,040	615
Total from current operations .....	169,816	115,187	74,273
Net proceeds from exercise of options, sale of common stock, conversion of preferred stock and conversion of subordinated debentures .....	52,601	1,439	34,139
Additions to long-term debt .....	6,743	61,647	10,043
Additions to long-term obligations under capital leases .....	76,951	24,447	41,326
Preferred stock issued in acquisition of Kuhn's-Big K Stores Corp. .....	—	7,507	—
Reduction in other assets .....	9,218	—	—
Other .....	5,166	3,613	18,589
	<b>320,495</b>	<b>213,840</b>	<b>178,370</b>
<b>Application of funds:</b>			
Acquisition of Kuhn's-Big K Stores Corp.:			
Property, plant and equipment .....	—	15,389	—
Other assets .....	—	6,367	—
Long-term debt .....	—	(17,965)	—
		3,791	—
Additions to property, plant and equipment .....	85,589	83,735	48,891
Additions to property under capital leases .....	80,781	17,824	42,947
Reduction in long-term debt, including changes in current maturities .....	7,299	5,215	4,721
Reduction in long-term lease obligations, including changes in current obligations .....	6,097	5,147	3,642
Preferred stock conversions .....	577	98	—
Dividends paid .....	12,574	8,600	6,356
Additions to other assets and deferred charges .....	3,559	7,833	608
	<b>196,478</b>	<b>132,243</b>	<b>107,163</b>
<b>Increase in working capital</b> .....	<b>\$ 124,019</b>	<b>\$ 81,597</b>	<b>\$ 71,207</b>
<b>Changes in components of working capital:</b>			
Increase (decrease) in current assets:			
Cash .....	\$ 150	\$ 1,188	\$ 1,837
Short-term money market investments .....	23,964	(10,475)	11,528
Receivables .....	16,517	4,313	4,860
Recoverable costs from sale/leaseback .....	26,444	35,889	15,768
Inventories .....	65,129	210,552	44,706
Prepaid expenses .....	(828)	2,490	(112)
	<b>131,376</b>	<b>243,957</b>	<b>78,587</b>
Increase (decrease) in current liabilities:			
Notes and accounts payable and accrued liabilities .....	(25,409)	157,196	(789)
Accrued federal and state income taxes .....	30,495	1,800	6,542
Long-term debt due within one year .....	1,312	2,993	1,061
Obligations under capital leases .....	959	371	566
	<b>7,357</b>	<b>162,360</b>	<b>7,380</b>
<b>Increase in working capital</b> .....	<b>\$ 124,019</b>	<b>\$ 81,597</b>	<b>\$ 71,207</b>

See accompanying notes

# Notes to Consolidated Financial Statements

## Wal-Mart Stores, Inc. and Subsidiaries

### Note 1 — Accounting policies

**Segment Information** — The Company and its subsidiaries are principally engaged in the operation of retail discount stores in a 15-state region. No single customer accounts for a significant portion of its consolidated sales.

**Consolidation** — The consolidated financial statements include the accounts of all subsidiaries.

**Inventories** — Inventories are stated at cost (last-in, first-out), which is not in excess of market, using the retail method for inventories in stores.

**Pre-opening costs** — Costs associated with the opening of new stores are expensed during the first full month of operations. The costs are carried as prepaid expenses prior to the store opening.

**Interest during construction** — In order that interest costs properly reflect only that relating to current operations, interest on borrowed funds during the construction of property, plant and equipment is capitalized. Interest costs capitalized (excluding amounts related to properties developed under sale/leaseback arrangements) are \$1,643,000, \$926,000 and \$630,000 in 1983, 1982 and 1981, respectively.

**Depreciation** — Depreciation for financial statement purposes is provided on the straight-line method over the estimated useful lives of

the various assets. For income tax purposes, the accelerated cost recovery system is used for assets placed in service after 1980 and accelerated depreciation is used for assets placed in service in 1980 and prior years with recognition of deferred income taxes for the resulting timing differences.

**Operating, selling and general and administrative expenses** — Buying, warehousing and occupancy costs are included in operating, selling and general and administrative expenses.

**Income taxes** — Investment tax credits are accounted for under the flow-through method.

Deferred income taxes arise from income tax and financial reporting differences with respect to depreciation, capitalized leases and other items.

**Net income per share** — Primary net income per share is based on weighted average outstanding common shares and common share equivalents and stock options reduced by shares assumed to have been purchased from such options under the treasury stock method.

**Stock options** — Proceeds from the sale of common stock issued under the stock option plan are accounted for as capital transactions, and no charges or credits are made to income in connection with the plan.

### Note 2 — Acquisition

Effective August 1, 1981, the Company acquired Kuhn's-Big K Stores Corp. (Big K) through a transaction accounted for as a purchase. Wal-Mart issued 300,295 shares of Series A 8% Cumulative Convertible Preferred Stock with an

aggregate stated value of \$7,507,000 in exchange for all issued and outstanding stock of Big K. (See Note 9 for results of operations of the former Big K stores subsequent to the acquisition.)

### Note 3 — Inventories

Inventories at January 31, 1983, and January 31, 1982, were \$555,702,000 and \$490,573,000, respectively. Replacement cost (FIFO vs. LIFO)

would be \$103,247,000 greater in 1983 and \$87,515,000 greater in 1982.

### Note 4 — Notes payable and long-term debt

Information on short-term borrowings and interest rates follows:

Amount outstanding at January 31 .....	—	\$ 55,469,000	\$15,000,000
Interest rate at January 31 .....	—	14.2%	17.6%
Maximum amount outstanding at month-end .....	\$173,316,000	\$243,216,000	\$85,179,000
Average daily short- term borrowings .....	\$117,030,000	\$ 90,595,000	\$40,016,000
Weighted average interest rate .....	13.1%	15.9%	14.9%

At January 31, 1983, the Company had lines of credit to support short-

	Fiscal years ended January 31,		
	1983	1982	1981
Amount outstanding at January 31 .....	—	\$ 55,469,000	\$15,000,000
Interest rate at January 31 .....	—	14.2%	17.6%
Maximum amount outstanding at month-end .....	\$173,316,000	\$243,216,000	\$85,179,000
Average daily short- term borrowings .....	\$117,030,000	\$ 90,595,000	\$40,016,000
Weighted average interest rate .....	13.1%	15.9%	14.9%

term borrowings with 15 banks in an aggregate of \$154,500,000, and

informal lines of credit with various other banks totaling \$150,000,000. Short-term borrowings against these lines of credit bear interest at or below the prime rate, and certain of the lines of credit require

compensating balances or commitment fees. In addition, at January 31, 1983, the Company had back-up lines of credit totaling \$150,000,000 to support the issuance of commercial paper.

**Long-term debt at January 31 consists of:**

	1983	1982
9 1/2% convertible subordinated debentures, due 1992 through 2006	\$ 59,884,000	\$ 60,000,000
12% unsecured notes, due 1983 through 1985	8,651,000	9,026,000
8% unsecured notes, due 1983 through 1984	—	3,000,000
9 1/4% mortgage notes, payable \$68,822 quarterly (including interest) to June 1992	1,809,000	1,728,000
8 1/2% 25-year secured notes, payable \$244,595 quarterly (including interest) to October 2003	9,281,000	9,450,000
9 3/4% mortgage note, due 1983 through 2000	7,850,000	8,000,000
9% mortgage note, payable \$186,140 quarterly (including interest) to March 2008	7,317,000	7,370,000
8 1/2% secured notes, payable \$121,030 quarterly (including interest) to March 2003	4,567,000	4,655,000
Tax-exempt mortgage obligations, at an average rate of 10.7%, due 1988 through 2012	5,920,000	—
Other	3,586,000	1,352,000
	<b>\$106,465,000</b>	<b>\$104,581,000</b>

**Annual maturities on long-term debt during the next five years are:**

Fiscal years ending January 31,	Annual maturity
1984	\$7,680,000
1985	5,125,000
1986	3,714,000
1987	1,108,000
1988	1,184,000

The agreements relating to the 9 1/4% mortgage notes of a subsidiary, which are guaranteed by Wal-Mart Stores, Inc., contain certain restrictions on the subsidiary concerning additional debt, business activities, investments and issuance of its capital stock.

The agreements relating to the 8% and 8 1/2% secured notes of a

subsidiary contain certain restrictions on the subsidiary concerning additional debt, business activities, issuance of its capital stock and merger or consolidation with any other corporations.

The convertible subordinated debentures are convertible into common stock at a rate of 38.3 shares per \$1,000 principal amount of debentures, subject to adjustments on the occurrence of certain events. The debentures are redeemable at the Company's option any time after November 30, 1983, with a maximum payment equal to 107.77% of the principal, and require sinking fund payments beginning after November 30, 1992.

**Note 5 — Income taxes**

Reconciliations of the statutory federal income tax rate to the effective tax rate, as a percent of pre-tax financial income, are as follows:

	1983	1982	1981
Statutory tax rate	46.0%	46.0%	46.0%
Investment tax credits	(3.2)	(3.9)	(3.8)
State income taxes	2.1	2.2	2.4
Other	( .2)	—	( .7)
<b>Effective tax rate</b>	<b>44.7%</b>	<b>44.3%</b>	<b>43.9%</b>

Investment tax credits resulted in reductions of the federal income tax provisions for 1983, 1982 and 1981 of \$7,148,000, \$5,806,000 and \$3,792,000, respectively.

The Company has approximately \$15,000,000 of net operating loss carryforwards and \$420,000 of investment and jobs tax credit carryforwards arising from operations of Big K prior to acquisition. These

carryforwards may be used to reduce future income tax liabilities arising solely from taxable income of Big K. Any such tax benefits realized, however, will not be reflected in income for financial reporting purposes inasmuch as the acquisition was accounted for as a purchase transaction.

Deferred tax expense in 1983 results from timing differences in

the recognition of revenue and expense for tax and financial reporting purposes with respect to depreciation, capitalized leases and

other items in the amounts of \$6,286,000, (\$1,925,000) and \$9,303,000, respectively.

#### Note 6 — Preferred and common stock

##### A. Preferred stock with mandatory redemption provisions

There are 4 million shares of \$.10 par value preferred stock authorized with 269,278 shares of Series A 8% Cumulative Convertible Preferred Stock outstanding at January 31, 1983, and 296,489 shares outstanding at January 31, 1982. The stock has voting rights, a \$25.00 per share stated value, a \$27.50 liquidation and redemption value and is convertible into 1.1 shares of common stock. Commencing December 31, 1986, the Series A Preferred Stock will be subject to a sinking fund which provides for the redemption of all shares over a five-year period.

The preferred stock is traded on the New York Stock Exchange and at January 31, 1983, there were 512 stockholders of record.

##### B. Common stock

On June 4, 1982, the stockholders authorized an increase in the number of shares of common stock, par value \$.10 per share, from

45,000,000 shares to 86,000,000 shares. At January 31, 1983, 67,211,544, shares of common stock were issued and outstanding, and at January 31, 1982, 64,839,912 shares (adjusted to reflect the 100% stock dividend paid on July 9, 1982) were issued and outstanding. The common stock is traded on the New York Stock Exchange and at January 31, 1983, there were 4,855 stockholders of record.

At January 31, 1983, 4,951,642 shares of common stock were reserved, including 2,361,975 shares for issuance under the stock option plan, 2,294,406 shares for the conversion of convertible subordinated debentures, and 295,261 shares for the conversion of the Series A Preferred Stock.

The options granted under the stock option plan expire 10 years from date of grant and may be exercised in nine annual installments. Further information concerning the options is as follows:

	Shares	Option price (market price at date of grant)	Total
	Per Share		
Shares under option			
January 31, 1982	1,383,760	\$ 1.05-19.38	\$7,458,357
Options granted	38,700	21.38-45.88	1,449,669
Options canceled	(30,232)	1.05-19.38	(316,984)
Options exercised	(348,925)	1.05-19.38	(1,139,065)
January 31, 1983 (342,461 shares exercisable)	<u>1,045,303</u>	<u>\$ 1.05-45.88</u>	<u>\$7,451,977</u>
Shares available for option			
January 31, 1982	1,325,140		
January 31, 1983	1,316,672		

#### Note 7 — Licensed department sales

The sales of licensed departments as reported by licensees are \$71,491,000, \$50,532,000 and

\$54,830,000 for 1983, 1982 and 1981, respectively.

#### Note 8 — Long-term lease obligations

The Company and certain of its subsidiaries have long-term leases for stores and equipment. Rentals (including for certain leases amounts applicable to taxes, insurance, maintenance, other operating expenses and contingent rent-

als) under all operating leases were \$47,533,000 in 1983, \$32,619,000 in 1982 and \$16,960,000 in 1981.

Aggregate minimum annual rentals at January 31, 1983, under non-cancellable leases are as follows:

Fiscal years	Operating leases	Capital leases
1984	\$ 34,823,000	\$ 29,492,000
1985	35,123,000	29,443,000
1986	35,188,000	29,373,000
1987	35,308,000	29,146,000
1988	32,496,000	28,937,000
Thereafter	386,684,000	441,885,000
Total minimum rentals	<u>\$559,622,000</u>	<u>588,276,000</u>
Less estimated executory costs		16,912,000
Net minimum lease payments		571,364,000
Less imputed interest at rates ranging from 8.5% to 14.0%		344,154,000
Present value of net minimum lease payments		\$227,210,000

Certain of the leases provide for contingent additional rentals based on percentage of sales. Such additional rentals amounted to \$6,108,000 in 1983, \$4,210,000 in 1982 and \$2,706,000 in 1981.

Substantially all of the store leases have renewal options for additional terms from five to 15 years at the same or lower minimum rentals.

The Company has entered into

lease commitments for land and buildings for 78 future stores. The lease commitments with real estate developers or through sale/lease-back arrangements provide for minimum rentals for 20 to 25 years, excluding renewal options, which if consummated based on current cost estimates would approximate \$16,000,000 annually over the lease terms.

#### Note 9 — Quarterly financial data (unaudited)

Summarized consolidated quarterly financial data for 1983 and 1982 are as follows:

	1983	Quarters ended			
		April 30	July 31	October 31	January 31
Net sales	\$665,229,000	\$788,705,000	\$827,767,000	\$1,094,551,000	
Cost of sales	472,821,000	577,428,000	603,123,000	804,863,000	
Net Income	18,184,000	23,763,000	26,692,000	55,501,000	
Net income per share:					
Primary and fully diluted*	\$ .27	\$ .36	\$ .39	\$ .80	
<hr/>					
1982					
Net sales	\$434,251,000	\$533,653,000	\$634,476,000	\$ 842,617,000	
Cost of sales	313,189,000	392,481,000	461,095,000	620,731,000	
Net Income	13,423,000	16,581,000	18,673,000	34,117,000	
Net income per share:					
Primary and fully diluted*	\$ .21	\$ .25	\$ .28	\$ .51	

\*Per share data prior to quarter ending July 31, 1982, have been adjusted to reflect the 100% stock dividend paid on July 9, 1982, to holders of Wal-Mart common stock.

Net Income for the quarters ended January 31, 1983 and 1982, was increased \$3,815,000 (\$.05 per share) and \$1,973,000 (\$.03 per share), respectively, due to adjustment of the estimated inflation rate and other factors used to compute LIFO Inventory cost for the first three

quarters to the actual data for each of the two years.

Sales and net income, by quarter, subsequent to the acquisition in August 1981, attributable to operations of the former Big K stores are as follows:

	1983	Quarters ended			
		April 30	July 31	Oct. 31	Jan. 31
Net sales	\$83,642,000	\$99,627,000	\$106,228,000	\$145,490,000	
Net Income (loss)	(13,000)	56,000	(1,410,000)	997,000	
<hr/>					
1982					
Net sales	—	—	\$ 63,151,000	\$103,129,000	
Net income	—	—	76,000	633,000	

#### Note 10 — Changing prices (unaudited)

The Financial Accounting Standards Board, Statement #33, Financial Reporting and Changing Prices, requires large public companies to provide information about the effects of general inflation (constant dollar) and other specific price changes (current costs) on the company's financial statements.

In arriving at the net income adjusted to the constant dollars and current costs of the respective years, only the cost of goods sold and depreciation of fixed assets have been adjusted. According to the statement, revenues and all expenses other than cost of goods sold and depreciation are considered to reflect the average price level for the respective year and, accordingly, have not been adjusted.

Since corporations are taxed on historical dollar results without regard for the inflation-created decline in the real value of the

dollar, the provision for income taxes has not been adjusted. The effect is to increase the effective tax rate from the 44.7% reported in 1983 to 48.3% and 45.0%, respectively, in the constant dollar and current cost calculations.

**Constant Dollar** — The purpose of this presentation is to provide financial information in dollars of equivalent value of purchasing power so revenues for each time period are matched with expenses stated in corresponding units. Amounts adjusted for general inflation shown below were calculated using the Consumer Price Index for all Urban Consumers (CPI-U) as required by the statement. The CPI-U measures the relative price changes in a wide range of commodities which have experienced a much greater rate of inflation than general merchandise. The components which are representative of general merchandise have increased, on the

average, during 1983, 1982, 1981 and 1980 by 2.8%, 4.7%, 6.3% and 5.8%, respectively (as reported by the Bureau of Labor Statistics), compared with the 3.8%, 8.4%, 11.7% and 13.8% increases in the CPI-U. Since the CPI-U has been applied to the Company's cost of sales, it does not accurately measure the impact of inflation on the Company. The result is a profit margin substantially below the satisfactory level achieved when using cost of sales dollars from the historical cost financial statements which include a LIFO adjustment derived from application of the BLS index to our inventories.

**Current Costs** — The objective of this method is to reflect the effects of changes in specific prices of the resources actually used in the Com-

pany's operation, so that measures of these resources and their consumption reflect the current cost of replacing these resources, rather than the historical cost actually expended to acquire them. The historical cost of sales presented below has not been adjusted since cost of sales on a LIFO basis is generally considered to approximate replacement cost. The theory underlying the LIFO method of inventory accounting rests on the concept of matching current costs with current revenues. The Company currently uses the LIFO method of inventory valuation. Current cost computations were made separately for each component of fixed assets. For purposes of determining current cost of facilities, the Company

utilized the concept of service potential, which represents the assets (excluding operating leases) required to generate the sales volume obtained during the period. For certain items which are not acquired on a continual basis, the Company used published valuation cost indices. For those assets which are acquired or built on a continual basis, current costs are readily available for use in calculating estimated replacement cost. Depreciation expense computations were made utilizing the ratios between historical depreciation expense and historical assets within asset categories, and applying such ratios to asset replacement cost data.

#### Statement of Income Adjusted for Changing Prices

(Dollar amounts in thousands except per share data)

	Fiscal year ended January 31, 1983		
	Historical dollars	Constant dollars	Current costs (nominal dollars)
Revenues	\$3,398,687	\$3,398,687	\$3,398,687
Cost of sales	2,458,235	2,467,834	2,459,438**
Operating, selling and general and administrative expenses	677,029	684,226	677,383**
Interest costs	38,867	38,867	38,867
Provision for income taxes	100,416	100,416	100,416
Net income	\$ 124,140	\$ 107,344	\$ 122,603
Unrealized gain from decline in purchasing power of net amounts owed***		\$ 19,139	\$ 19,139
Effects of changing prices on inventories and property, plant and equipment held during the year			
Due to specific prices (current cost)			\$ (29,149)
Due to general inflation (constant dollars)			38,958
General Inflation over specific prices			68,107

#### Selected Supplementary Financial Data Adjusted for Effects of Changing Prices (in average 1983 dollars)

(Dollar amounts in thousands except per share data)

	1983	1982	1981	1980	1979
Revenues - as reported	\$3,398,687	\$2,462,647	\$1,655,262	\$1,258,268	\$ 909,913
- in constant dollars	3,398,687	2,604,550	1,927,041	1,660,135	1,340,146
Net income - as reported	124,140	82,794	55,682	41,151	
- in constant dollars	107,344	■■■	47,715	35,816	
- in current cost	122,603	80,314	58,414	47,817	
Net Income per share* - as reported	1.82	1.25	■■	67	
- in constant dollars	1.58	1.03	74	58	
- in current cost	1.80	1.21	91	78	
Common stockholders' equity at year end - ■■■■■	488,109	323,942	248,309	164,244	
- in constant dollars	697,362	534,524	440,095	319,472	
- in current cost****	640,302	532,525	432,896	358,504	
Cash dividends per common share* - as reported - in constant dollars	.18	.13	.10	.075	.055
Market price per common share* - as reported - in constant dollars	47.00	21.94	15.00	8.91	5.66
Average consumer price index	290.0	274.2	249.1	219.8	196.9

\* Per share data prior to July 9, 1982, have been adjusted to reflect the 100% stock dividend paid on that date.

\*\* Depreciation expense (current cost) for 1983 is \$36,984,000, of which \$3,238,000 is included in cost of sales.

\*\*\* Preferred stock with mandatory redemption provisions has been treated for the above purposes as a monetary liability in the computation of the unrealized gain from decline in purchasing power of net amounts owed.

\*\*\*\* At January 31, 1983, current cost (in 1983 average dollars) of inventories and property, plant and equipment was \$658,206,000 and \$507,198,000, respectively. At January 31, 1982, current cost (in 1982 average dollars) of inventories and property, plant and equipment was \$578,088,000 and \$425,061,000, respectively.

# Report of Certified Public Accountants

The Board of Directors and Stockholders  
Wal-Mart Stores, Inc.

We have examined the accompanying consolidated balance sheets of Wal-Mart Stores, Inc., and subsidiaries at January 31, 1983 and 1982, and the related consolidated statements of income, common stockholders' equity and changes in financial position for each of the three years in the period ended January 31, 1983. Our examinations were made in accordance with generally accepted auditing stan-

dards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the statements mentioned above present fairly the consolidated financial position of Wal-Mart Stores, Inc., and subsidiaries at January 31, 1983 and 1982, and the consolidated results

of operations and changes in financial position for each of the three years in the period ended January 31, 1983, in conformity with generally accepted accounting principles applied on a consistent basis during the period.

Arthur Young & Company

Tulsa, Oklahoma  
April 1, 1983

## Responsibility for Financial Statements

To the Shareholders of Wal-Mart Stores, Inc.:

Basic responsibility for the integrity and objectivity of the financial information presented in this Annual Report rests with Management of Wal-Mart Stores, Inc. The financial statements in this report have been prepared in conformity with generally accepted accounting principles. Where necessary and appropriate, certain estimates and judgments have been applied based on currently available information and Management's view of current conditions and circumstances. Management uses the services of specialists within and outside the Company in making such estimates and judgments.

Management maintains a system of accounting and controls to provide reasonable assurance that assets are safeguarded against loss from unauthorized use or disposition and that accounting records provide a reliable basis for the preparation of financial statements. An important

element of the system is a continuing internal audit program.

Management continually reviews, modifies, and improves its systems of accounting and controls in response to changes in business conditions and operations and to recommendations in the reports prepared by the independent public accountants and the internal auditors. Management believes that the accounting and control systems provide reasonable assurance that assets are safeguarded and financial information is reliable.

The Board of Directors, through the activities of its Audit Committee, participates in the process of reporting financial information. The Committee meets with Management, the internal auditors, and representatives of the Company's independent public accountants. In 1982, the Committee held three meetings and reviewed the scope,

timing, and fees for the annual audit and the results of audit examinations completed by the internal auditors and independent public accountants, including the recommendations to improve internal controls and the follow-up reports prepared by Management. Representatives of the independent public accountants and the internal auditors both have free access to the Committee and the Board of Directors and attend each meeting of the Committee. The Audit Committee reports the results of its activities to the entire Board of Directors.

Management believes that it is essential for the Company to conduct its business affairs in accordance with the highest ethical standards in conformity with the law.

David D. Glass  
Vice Chairman  
Chief Financial Officer

# DIRECTORS

**Ferold G. Arend**  
President, Retired  
**John A. Cooper, Jr.**  
President, Cooper Communities, Inc.  
**\*David D. Glass**  
Vice Chairman, Chief Financial Officer  
**J. R. Hyde, III**  
Chairman and President, Malone & Hyde, Inc.  
**\*\*James H. Jones**  
Banking and Investments

**\*\*Robert Kahn**  
President, Kahn & Harris, Inc.  
**\*\*Sidney A. McKnight**  
President, Retired, Montgomery Ward & Company, Inc.  
**\*Jack Shewmaker**  
President and Chief Operating Officer  
**\*Donald G. Soderquist**  
Executive Vice President, Administration and Distribution

**Jackson T. Stephens**  
President, Stephens Inc.  
**\*James L. Walton**  
Senior Vice President  
**\*Sam M. Walton**  
Chairman and Chief Executive Officer  
**\*S. Robson Walton**  
Vice Chairman, Secretary and General Counsel  
\*Members of Executive Committee  
\*\*Members of Audit Committee

# OFFICERS

**Sam M. Walton**  
Chairman and Chief Executive Officer  
**Jack Shewmaker**  
President and Chief Operating Officer  
**David D. Glass**  
Vice Chairman and Chief Financial Officer  
**S. Robson Walton**  
Vice Chairman, Secretary and General Counsel  
**Thomas Jefferson**  
Executive Vice President - Store Operations  
**A. L. Johnson**  
Executive Vice President - Merchandise and Sales  
**Donald G. Soderquist**  
Executive Vice President - Administration and Distribution  
**Paul R. Carter**  
Senior Vice President - Special Divisions  
**James L. Walton**  
Senior Vice President  
**B. D. Adams**  
Vice President - Region 1  
**Keith R. Binkelman**  
Vice President - Merchandise Planning  
**Thomas M. Coughlin**  
Vice President - Loss Prevention

**Larry W. Dimmit**  
Vice President - Division Merchandise Manager, Softlines  
**Bill D. Durflinger**  
Vice President - Division Merchandise Manager, Hardlines  
**Bill Fields**  
Vice President - General Merchandise Manager, Homelines  
**Kenneth Folkerts**  
Vice President and Treasurer  
**H. "Mac" Gammon**  
Vice President - Region 7  
**Michael Guccione**  
Vice President - General Manager, Jewelry Division  
**Glenn L. Habern**  
Vice President - Data Processing  
**Joseph P. Hatfield**  
Vice President - Advertising and Sales Promotion  
**William L. Hutcheson**  
Vice President - General Manager, Shoe Division  
**Robert J. Lee**  
Vice President - Division Merchandise Manager, Homelines  
**Ronald L. Loveless**  
Vice President - General Merchandise Manager, Hardlines  
**A. L. Miles**  
Vice President - Region 4

**Duane G. Naccarato**  
Vice President - Store Planning  
**Gary D. Reinboth**  
Vice President - Region 6  
**Dean L. Sanders**  
Vice President - Division Merchandise Manager, Hardlines  
**Duane C. Schue**  
Vice President - Construction and Engineering  
**Thomas P. Seay**  
Vice President - Real Estate  
**Charles E. Self**  
Vice President and Controller  
**Lew Skelton**  
Vice President - Region 2  
**D. Ray Thomas**  
Vice President - Region 5  
**Colon Washburn**  
Vice President - General Merchandise Manager, Apparel  
**David Washburn**  
Vice President - Personnel Administration  
**Nick White**  
Vice President - Region 3  
**Daniel L. Davies**  
Assistant Controller  
**Charles R. Ratcliff**  
Assistant Treasurer  
**Bette Hendrix**  
Assistant Secretary

---

# CORPORATE INFORMATION

---

**Registrar and Transfer Agent —**

Common and Preferred Stock:  
Centerre Trust Company of  
St. Louis  
510 Locust Street  
St. Louis, Missouri 63178

**Trustee —** Convertible  
Subordinated Debentures:  
Chase Manhattan Bank, N.A.  
1 Chase Manhattan Plaza  
New York, New York 10081

**Certified Public Accountants**

Arthur Young & Company  
4300 One Williams Center  
Tulsa, Oklahoma 74172

**Listing**

New York Stock Exchange Symbol:  
WMT - Common Stock  
WMT-A - Preferred Stock  
WMT-K - Debentures

**Corporate Headquarters**

Wal-Mart Stores, Inc.  
Post Office Box 116  
Bentonville, Arkansas 72712  
Telephone: 501/273-4000

**Annual Meeting**

The Annual Meeting of Shareholders of Wal-Mart Stores, Inc., will be held on Friday, June 3, 1983, at 10:00 A.M. in the Auditorium, Bentonville High School, Bentonville, Arkansas.

**Investors' Inquiries -****Form 10-K Report**

A copy of the Company's Annual Report on Form 10-K for the fiscal year ended January 31, 1983, as filed with the Securities and Exchange Commission, may be obtained without charge by writing to:

Bette Hendrix  
Corporate Assistant Secretary  
Wal-Mart Stores, Inc.  
Post Office Box 116  
Bentonville, Arkansas 72712



Wal-Mart Stores, Inc., Bentonville, Arkansas 72712